

CEP Partnerships Continue to Grow



Memorial Health, which opened the new 30,000-square-foot Urbana Medical Center last spring, has become a Champion Level Partnership Investor of the Champaign Economic Partnership.

"We are indebted for the support we received for our new location," says Spence Fisher, Executive Vice President of Memorial Health. CEP Director Marcia Bailey, he said, helped Memorial Health find a location for the new outpatient facility and to arrange tax incentives for the project.

Assistance provided by the CEP and the City of Urbana, he added, "allowed us to build a nicer building than we might have otherwise. I just can't say enough good things about the experience."

Memorial Health, an independent health care pro-



vider based in Marysville, started its presence in Champaign County with the Memorial Primary Care family medicine practice, which was running out of room in its original Urbana location, Fisher said.

The new Medical Center houses:

- Memorial Primary Care | Urbana, with two physicians, two advanced practice providers and a part-time pharmacist, who helps patients manage their medications. The practice is recruiting additional practitioners, Fisher said.
- Full-family urgent care, open 9 a.m. to 9 p.m. weekdays and 9 a.m. to 6 p.m. weekends

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CT Comm, a locally based provider of business and residential internet, phone and TV services, is the latest business to support local economic development as a Champion Level Investor in the CEP.

The CT-CEP partnership is a natural, says CT Comm President Tim Bolander. "As a local business and a communications technology leader, we help provide the communications infrastructure needed by new and expanding businesses in

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CT Comm completed a major renovation of its downtown Urbana building in 2018.

CEP Investors

These local business and government partners support the CEP mission to advance economic growth and job creation in Champaign County:

Champion Level Investors

Pioneer Electric Cooperative
KTH Parts Industries, Inc.
Urbana University
FASTLANE
Memorial Health
Clark State Community College
CT Comm
Ohio Hi-Point Career Center

Patron Level Investors

Navistar
Darby Dental Smiles
Weidmann Electrical Technology

Advocate Level Investors

Security National Bank
Mercy Health
Parker Trutec

Support Level Investors

The Peoples Savings Bank
Vectren

Government Partners

Champaign County
The City of Urbana
The Village of Mechanicsburg
The Village of North Lewisburg
The Village of St. Paris

To learn how to become a CEP partner, visit cepoio.com/partnership-investors.html or call the CEP at 937-653-7200.

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Business-School-CEP Partnerships Developing Workforce

The CEP and Champaign County schools and businesses are partnering to help local employers meet their workforce needs and prepare students for rewarding careers.

"To succeed in the marketplace, local employers need more qualified candidates for job openings and to replace retiring employees," says CEP Director Marcia Bailey. "To accomplish this, we're working to better prepare students for these opportunities."

She adds, "By developing a strong workforce, we set up our community for growth and economic success, attracting new businesses and enabling existing businesses to grow and create jobs."

Following are examples of these workforce initiatives:

CEP business liaison: The CEP and Ohio Hi-Point Career Center created this part-time position with the financial support of the Champaign County Human Resources Manufacturers Council, DP&L, Clark State Community College and FASTLANE.

As Business Liaison, Ashley Cook, instructor of Ohio Hi-Point Career Center's Supply Chain Management program at Urbana High School, coordinates job fairs and in-school presentations by businesses; promotes internships, job shadowing opportunities and job openings; and oversees creation of **videos (on the CEP YouTube channel) that feature local manufacturers** and their employees to show students and others the skilled, high-tech jobs available locally.

Ohio Hi-Point Career Center Programs at Local Schools:

These include the Advanced Manufacturing Program, now at Triad Local Schools and to be added at Urbana and Graham high schools; the Biomedical program, at Graham High School since 2005; Informational Technology at Graham; and Supply Chain Management at Urbana High School.

Internships and Signing Ceremonies: More local manufactur-



Mike Yaeger, apprenticeship and training coordinator of Iron Workers Local 290, Tipp City, talks with a student and his father at the Workforce Extravaganza job fair held in March at West Liberty-Salem High School. The event, for all Champaign County high school students, featured 21 employers and job training programs.

ers are offering students internships and keeping them on after graduation. And the CEP is working with the employers to celebrate the start of internships with signing ceremonies, similar to signing ceremonies that colleges have for student athletes who join their programs.

Urbana University Urbana-WORKS Program: Urbana University, a branch campus of Franklin University, partners with area employers and chambers of commerce through the Urbana-WORKS program, to help strengthen the local workforce. UrbanaWORKS offers tuition discounts for employees and scholarships for children of employees.

The university also is creating internships and co-op programs to give students practical work experience and to help businesses find good employees; developing curriculum to prepare students for manufacturing technologies; and offering customized on-site and online education programs to meet employers' workforce training needs.

Community Job Connect: A local online job board, communityjobconnect.com, which the CEP will soon update and move onto the CEP website, CEPOhio.com.

For a complete version of this article, visit <http://www.cepohio.com/news/cep-businesses-schools-developing-local-workforce>.

Council Working to Prepare Students for Workforce

The CEP is an active partner in the Champaign Business Advisory Council (BAC), organized by the Champaign-Madison Educational Service Center (ESC) to help local schools and businesses solve local workforce needs and prepare students for in-demand careers.

The BAC complements other workforce development efforts of the CEP and its partners, says CEP Director Marcia Bailey.

The local council, formed under a state law that calls for school districts to

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Tax Incentives Bring Business, Job Growth

The Champaign County Tax Incentive Review Council (TIRC) voted in March to continue tax incentive agreements granted to four businesses – American Pan Company, Ultra-met Company, White's Service Center and KTH Parts Industries – for following through on their commitments to invest in improvements and expansions of their operations and create and retain jobs.

The four companies have invested a total \$11,296,412 in facility improvements and have created a total of 110 new jobs (compared to their proposed increases of 56 new jobs) and have retained 1,000 jobs.

The local businesses were granted tax incentives under two economic development programs provided under Ohio law – the Enterprise Zone (EZ) and Community Reinvestment Area (CRA). These programs allow local governments to grant businesses temporary property tax exemptions for investments in facility improvements and new construction and creating and retaining jobs.

Also in March the TIRC was presented four new tax incentive agreements, which will come before the council in coming years for consideration to continue. These agreements are for Memorial Health, KTH Parts Industries, Damewood Enterprises/Navistar and Weidmann Electrical Technology. They involve a total investment of \$31,265,000, 65 new jobs, 27 jobs transferred to Champaign County and 1,087 retained jobs.



The CEP provided an 'open' flag to Barry Roberts of Sideline Sports, a new sports memorabilia shop at 202 Scioto St., Unit 5, Urbana – entrance on North Locust Street.



Mercy Health - Urbana Hospital broke ground this spring for a new covered front entrance. Urbana Hospital President Jamie Houseman, pictured at left, said the \$900,000 project will improve patient access and will establish a separate registration area inside the new entrance, apart from the emergency department.

Businesses-Schools Partner in Council

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establish BACs to build relationships between businesses and schools (and their students), includes representatives of the five county school districts, Ohio Hi-Point Career Center, the ESC, local businesses, and Ashley Cook, business liaison for the CEP.

Businesses active in the BAC are primarily in manufacturing, but the BAC is inviting more types of businesses to get involved, says Jill O'Neal, a BAC member, CEP board member and human resources manager for Weidmann Electrical Technology in Urbana.

"We welcome more business leaders to attend to provide their input in local workforce needs and how to enhance school curriculum to prepare students," O'Neal said.

Scott DeLong, president of Champaign Residential Services, Inc. (CRSI) and a CEP board member, has become an active BAC member. He wants to help address the need for qualified job candidates in human services and health care. "I'm excited about the work we're doing, and hopefully we can keep more students in the community after graduation."

The BAC meets quarterly, with

2019 meetings scheduled at 1 p.m. June 26 at Bundy Baking Solutions, September 5 at Champaign Residential Services, Inc. and December 5 at Graham High School.

O'Neal said that the BAC includes three active subcommittees:

Business Relations: to strengthen the working relationship between businesses and schools

Workforce Development: to address current and future workforce needs in the county

Curriculum Development: to develop educational programs in local schools to prepare students for in-demand careers after graduation

Dan Kaffenbarger, ESC superintendent and CEP board member, said, "The BAC creates a line of communication and collaboration between the schools and businesses. Our short-term goal is to inform older students about job opportunities in the county. For the longer term, we're looking at middle school and early high school students, to help them develop soft skills (such as work ethic and critical thinking) and provide curriculum that will give them the competitive advantage that employers are looking for."

Business leaders interested in learning more about the BAC may call Kaffenbarger at the ESC, 937-484-1557.

Meet CEP Board Members; Snyder Recently Elected

The newest CEP board member is

Ethan Snyder,

founder and CEO of Old Souls Farms near St. Paris.

Snyder

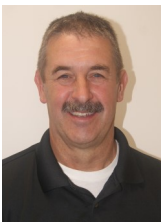
Old Souls grows, processes, packs and ships hydroponic vegetables and other commodities. The operation, which uses advanced greenhouse and automation technology, serves local and regional retail and food service markets with safe, fresh food year-round.



Ed Funderburgh, a Rush

Township trustee since 2014, is the CEP Board's township representative. He has

farmed in eastern Champaign County all of his life. His family farm raises corn, soybeans and wheat and finishes 16,000 head of hogs annually. He's also involved in the Triad Junior Basketball Association.



Funderburgh

Pat Thackery, the CEP

Board's leisure/entertainment representative, owns Cafe Paradiso and Carmazzi's with his wife, Patsy.

He serves on Urbana City Council, chairs the Champaign County Visitors Bureau and serves on the CEP's Marketing Committee.



Thackery

Scott DeLong, the CEP Board's Chamber of Commerce representative, has

been president of Champaign Residential Services, Inc. since 2012 and has served in a variety of roles at

CRSI since 1999. He advocates for people with disabilities at state and national levels and serves on local boards, including the Mechanicsburg Exempted School Board, since 2010, and The Peoples Savings Bank Board of Directors.



DeLong



Urgent Care reception area of Memorial Health Urbana Medical Center.

Memorial Health Supports CEP

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- X-ray and lab services
- Physical therapy and sports medicine
- A specialty clinic with specialists in orthopedics and sports medicine, urology, ENT, general surgery, and pain management, who have office hours at least once a week. More specialists will join the clinic, Fisher said. The specialty clinic also offers a medication therapy program to help patients coordinate multiple medications for chronic conditions to improve the medications' effectiveness and reduce hospital readmissions.

Memorial Health invested about \$9 million in the new facility, which retains 16 jobs and has created 12 additional jobs for a total annual payroll of \$10 million.

"Our progress has been greater than we anticipated," Fisher said. "The demand for our services is growing more quickly than we originally thought."

Urgent care often has 40 to 50 patients a day, he said. The physical therapy program has added staff to meet demand.

And in June, the Memorial Urbana Medical Center will introduce Champaign County's first digital 3D mammography service.

Starting a Business? Go to the Playbook

There's a lot to consider when starting or expanding a business. The CEP offers you a helpful guide – the Business Playbook – on our website, CEPOhio.com, under the Business Playbook tab. You can read the Playbook on the website or download the PDF.

CT Comm New CEP Investor

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Champaign County and provide superior reliability."

CT Comm offers high-speed internet, including a growing network of fiber optic internet service for the growing bandwidth requirements of business customers.

"It takes many partners working together to provide what businesses need to succeed – from real estate and zoning, to financial resources, to qualified, like the broadband internet that

CT Comm offers," CEP Director Marcia Bailey. "We thank CT Comm and all of our partners for their valuable support. We couldn't do it without them."

Bolander said, "We're a local company with more than 100 years of service in our community. Our employees are citizens of the community and we do a lot of work for the county and city. And when our customers call for service, they're not talking with someone in another state. They're talking with someone local."

Contact Us

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